

<b>SERFF Tracking #:</b>	JEPT-128671374	<b>State Tracking #:</b>	<b>Company Tracking #:</b>
<b>State:</b>	District of Columbia	<b>Filing Company:</b>	The Lincoln National Life Insurance Company
<b>TOI/Sub-TOI:</b>	L04G Group Life - Term/L04G.500 Other		
<b>Product Name:</b>	Group Term Life		
<b>Project Name/Number:</b>	Group Term Life Rates/GL1101-LIFE RATE 08/12		

## Rate Information

Rate data applies to filing.

**Filing Method:**

**Rate Change Type:** Increase

**Overall Percentage of Last Rate Revision:** -1.240%

**Effective Date of Last Rate Revision:** 08/06/2012

**Filing Method of Last Filing:**

## Company Rate Information

<b>Company Name:</b>	<b>Overall % Indicated Change:</b>	<b>Overall % Rate Impact:</b>	<b>Written Premium Change for this Program:</b>	<b># of Policy Holders Affected for this Program:</b>	<b>Written Premium for this Program:</b>	<b>Maximum % Change (where req'd):</b>	<b>Minimum % Change (where req'd):</b>
The Lincoln National Life Insurance Company	3.700%	3.700%	\$82,246	220	\$2,222,852	8.900%	-2.000%

<b>State:</b>	District of Columbia	<b>Filing Company:</b>	The Lincoln National Life Insurance Company
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<b>Product Name:</b>	Group Term Life		
<b>Project Name/Number:</b>	Group Term Life Rates/GL 1101-LIFE RATE 08/12		

## Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information		Attachments
1		GL1101-LIFE RATES 08/12	GL1101, GL1102	Revised	Previous State Filing Number:	JEPT-128447484	GL1101-LIFE RATES 0812 DC.pdf
					Percent Rate Change Request:	3.700	

# THE LINCOLN NATIONAL LIFE INSURANCE COMPANY

## FT WAYNE, IN

### Area Factor Changes

Area (ZIP Range)	Change
AK (995-999)	Decrease Rates 2%
AL (350, 354, 356-359, 361, 364-365, 367-369)	Increase Rates 3%
AL (351-353, 355, 360, 362-363, 366)	Decrease Rates 3%
AR (716-722, 725)	Increase Rates 2%
AZ (850-865)	Decrease Rates 2%
CO (800-803)	Increase Rates 1%
CT (60-67)	Decrease Rates 1%
CT (68-69)	Decrease Rates 4%
DC (200, 202-205)	Decrease Rates 1%
FL (320-329, 335-338, 342, 344, 346-347)	Decrease Rates 2%
GA (301)	Increase Rates 1%
GA (302-319)	Increase Rates 2%
IA (500-504, 506-516, 521-525)	Increase Rates 1%
IA (505, 526-528)	Increase Rates 3%
ID (832-838)	Decrease Rates 2%
IL (600, 602-611, 613-620, 622-629)	Increase Rates 2%
IN (460-479)	Increase Rates 1%
KS (660, 662, 666, 672)	Decrease Rates 1%
KS (661, 664-665, 667-671, 673-679)	Increase Rates 1%
LA (700-701, 703-704)	Increase Rates 3%
MA (21-23)	Decrease Rates 1%
MI (484-499)	Increase Rates 1%
MN (550-567)	Increase Rates 1%
MO (634-639, 646, 650-655)	Increase Rates 3%
MO (644-645, 647-649, 656-657)	Increase Rates 1%
MS (386-397)	Increase Rates 3%
NC (270-274, 281-283)	Decrease Rates 1%
NC (275-277)	Decrease Rates 2%
ND (580-588)	Increase Rates 2%
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NJ (70-89)	Decrease Rates 3%
NY (5, 100-114, 124-127)	Decrease Rates 3%
NY (120-123, 128-149)	Decrease Rates 3%
OH (430-431, 433, 437, 450-459)	Increase Rates 3%
OH (432, 434-436, 439, 444-449)	Increase Rates 2%
PA (150-196)	Increase Rates 1%
TX (750-752)	Decrease Rates 1%
TX (753-799)	Decrease Rates 2%
UT (840-847)	Decrease Rates 1%
VA (3, 201, 220-246)	Increase Rates 1%
VT (50-59)	Increase Rates 2%
WI (534-549)	Decrease Rates 4%
WY (820-831)	Decrease Rates 2%

# THE LINCOLN NATIONAL LIFE INSURANCE COMPANY

## FT WAYNE, IN

### SIC Factor Changes

<b>SIC</b>	<b>Change</b>
0741-0742	Increase Rates 6%
0751-0971	Increase Rates 1%
1382-1389	Decrease Rates 2%
1791-1791	Increase Rates 1%
1793-1794	Increase Rates 2%
2032-2053	Increase Rates 6%
2091-2099	Increase Rates 2%
2431-2499	Increase Rates 1%
2511-2679	Increase Rates 4%
2751-2771	Increase Rates 2%
2841-2844	Increase Rates 1%
2851-2851	Increase Rates 2%
3221-3299	Increase Rates 1%
3312-3317	Increase Rates 1%
3411-3433	Decrease Rates 1%
3462-3469	Increase Rates 3%
3471-3479	Decrease Rates 3%
3491-3524	Increase Rates 5%
3531-3537	Increase Rates 1%
3541-3549	Increase Rates 1%
3551-3559	Increase Rates 1%
3561-3569	Increase Rates 4%
3581-3589	Increase Rates 3%
3592-3599	Increase Rates 6%
3641-3652	Increase Rates 2%
3711-3716	Decrease Rates 2%
3743-3799	Increase Rates 3%
3812-3873	Decrease Rates 3%
4111-4173	Increase Rates 3%
4412-4499	Increase Rates 3%
4511-4581	Decrease Rates 3%
4812-4813	Increase Rates 2%
4822-4899	Decrease Rates 2%
5011-5015	Increase Rates 3%
5031-5039	Increase Rates 1%
5043-5049	Decrease Rates 2%
5061-5065	Increase Rates 4%
5072-5078	Increase Rates 2%
5081-5089	Decrease Rates 1%
5141-5159	Increase Rates 3%
5171-5172	Increase Rates 2%
5181-5182	Increase Rates 2%
5191-5199	Increase Rates 2%

<b>SIC</b>	<b>Change</b>
5231-5399	Increase Rates 2%
5411-5411	Increase Rates 2%
5541-5541	Increase Rates 3%
5611-5699	Increase Rates 1%
5711-5722	Increase Rates 1%
5941-5949	Increase Rates 1%
5961-5963	Increase Rates 2%
5995-5999	Increase Rates 2%
6035-6036	Increase Rates 3%
6152-6159	Increase Rates 3%
6311-6331	Decrease Rates 2%
6361-6399	Increase Rates 4%
6511-6531	Increase Rates 5%
6541-6541	Decrease Rates 3%
6552-6553	Increase Rates 1%
6722-6733	Increase Rates 5%
6792-6799	Decrease Rates 1%
7011-7012	Decrease Rates 1%
7021-7041	Increase Rates 4%
7331-7359	Increase Rates 1%
7381-7389	Increase Rates 1%
7531-7539	Increase Rates 2%
7812-7841	Decrease Rates 2%
7997-7997	Decrease Rates 2%
8011-8011	Increase Rates 3%
8021-8049	Increase Rates 4%
8061-8069	Decrease Rates 2%
8071-8072	Increase Rates 2%
8082-8082	Increase Rates 1%
8211-8212	Increase Rates 1%
8221-8222	Increase Rates 1%
8231-8299	Increase Rates 3%
8331-8339	Increase Rates 1%
8361-8361	Decrease Rates 2%
8412-8422	Decrease Rates 3%
8621-8651	Increase Rates 2%
8711-8713	Increase Rates 1%
8721-8721	Increase Rates 3%
8731-8734	Increase Rates 5%
8748-8748	Increase Rates 4%
9101-9111	Increase Rates 1%
9121-9121	Increase Rates 2%
9611-9661	Increase Rates 3%

### Base Rate Changes

Changes applied evenly across gender and all ages.

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<b>TOI/Sub-TOI:</b>	L04G Group Life - Term/L04G.500 Other		
<b>Product Name:</b>	Group Term Life		
<b>Project Name/Number:</b>	Group Term Life Rates/GL 1101-LIFE RATE 08/12		

## Supporting Document Schedules

		Item Status:	Status Date:
Satisfied - Item:	Actuarial Justification		
Comments:	Actuarial Memorandum		
Attachment(s):			
Actuarial Memorandum.pdf			

		Item Status:	Status Date:
Satisfied - Item:	Expense Details		
Comments:			
Attachment(s):			
Expense Details 2012.pdf			

		Item Status:	Status Date:
Satisfied - Item:	Objection Response		
Comments:			
Attachment(s):			
DC Objection 2012 filing.pdf			

		Item Status:	Status Date:
Satisfied - Item:	Objection Response #2		
Comments:	Responses to 10/31 Objections		
Attachment(s):			
DC Objection 2012 filing #2.pdf			

		Item Status:	Status Date:
Satisfied - Item:	Side by Side Comparison		
Comments:	Compare previous rate filing to current rate filing		
Attachment(s):			

<b>SERFF Tracking #:</b>	JEPT-128671374	<b>State Tracking #:</b>	<b>Company Tracking #:</b>
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<b>TOI/Sub-TOI:</b>	L04G Group Life - Term/L04G.500 Other		
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StateRequirementsSidebySide2012.pdf

**THE LINCOLN NATIONAL LIFE INSURANCE COMPANY  
FT WAYNE, IN**

**ACTUARIAL MEMORANDUM FOR GROUP TERM LIFE INSURANCE**

**Scope and Purpose**

The scope and purpose of this filing is to request rate approval of The Lincoln National Life Insurance Company's revised rating basis for Group Term Life Insurance for True Group Basic Life, Optional Life, and Voluntary Life. The revised rating bases consist of revised Base Rates, Area factors, and SIC factors. The revised Area factors and SIC factors are the same for True Group, Optional, and Voluntary Life. The rating basis changes are attached. This filing applies to True Group Basic Life, Optional Life, and Voluntary Life Insurance Coverage marketed to employer/employee groups through licensed agents and brokers.

**Rate Change Summary**

The Lincoln National Life Insurance Company's Group Term Life rating basis was recently updated for current assumptions. The Lincoln National Life Insurance Company's Basic Life <1,000 lives experience for the three year time period ending 3/31/2012 was examined to determine the adequacy of the Base Rates, Area factors, and SIC factors. The True Group Life Base Rates were increased 2.0% while the Optional and Voluntary Life Base Rates were increased 3.9%. Area factors were decreased 0.1%, SIC factors were increased 0.7%. Overall, the Life rates were increased 3.7% (nationwide).

**Anticipated Loss Ratio**

The anticipated loss ratio for this product is 74.8% based on the current distribution by size of case.

**Claim Reserves and Active Life Reserves**

Active Life Reserves are not required on The Lincoln National Life Insurance Company's Group Term Life Product because rates are based on attained age. Claim Reserves are calculated by multiplying a factor by the average of the last 3 months of premium. Reserves are periodically reviewed for adequacy.

**Proposed Effective Date**

The proposed effective date for this filing is the date of State Insurance Department Approval.

**Actuarial Certification**

I hereby certify that this filing, to the best of my knowledge and judgment, is in compliance with the applicable laws of this state and with the rules of the Department of Insurance. The calculations were made in accordance with the actuarial standards of practice, the premiums are neither excessive nor inadequate, and the benefits provided are reasonable in relation to the proposed premiums.



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Andrew Clements, FSA, MAAA  
Life Actuary  
August 22, 2012

# THE LINCOLN NATIONAL LIFE INSURANCE COMPANY

## FT WAYNE, IN

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AK (995-999)	Decrease Rates 2%
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# THE LINCOLN NATIONAL LIFE INSURANCE COMPANY

## FT WAYNE, IN

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8721-8721	Increase Rates 3%
8731-8734	Increase Rates 5%
8748-8748	Increase Rates 4%
9101-9111	Increase Rates 1%
9121-9121	Increase Rates 2%
9611-9661	Increase Rates 3%

### Base Rate Changes

Changes applied evenly across gender and all ages.

# Life Expense Details

Percent of Premium

Amortized Acquisition	5.4%
Maintenance	7.6%
Broker Bonus	1.6%
Premium Tax	2.0%
Commission	11.4%
Total	28.1%

#### Objection 1

**Comments:**

How many covered lives, do the 220 in-force policies represent?

The 220 policies represent 13,599 covered lives.

#### Objection 2

- Actuarial Justification (Supporting Document)
- Expense Details (Supporting Document)
- GL1101-LIFE RATES 08/12 (Rate)

**Comments:**

Please provide a summary of the 5-yr rate filing history (SERFF Tracking #, proposed annual rate change, approved annual rate change)

Year	SERFF Tracking #	Proposed Rate Change	Approved Rate Change
2011	JEPT-128447484	-1.24%	-1.24%
2010	JEPT-126815443	2.33%	2.33%
2009	JEPT-126264397	-0.92%	-0.92%
2008	JEPT-125820175	-2.88%	-2.88%
2007	JEPT-125291299	-0.07%	-0.07%

#### Objection 3

- Actuarial Justification (Supporting Document)

**Comments:**

Please provide the average annual premium for the proposed product and the premium impact to DC policyholders.

The average annual premium is currently \$10,103.87 and the premium impact would be an increase of 3.7% or \$82,246. The new average annual premium would be \$10,477.72.

#### Objection 4

**Comments:**

Per the District of Columbia's Health Rate Filing Instructions, please provide:

3. Actuarial Memorandum... J. For each change, comparison to status quo (with details).
4. District of Columbia Loss Ratio Analysis; and
5. District of Columbia and Countrywide Experience.

Please provide loss information to support the request for the rate change (both DC and Nationwide); is there or have there been shock losses or a certain class of business underperforming that is prompting this request so soon after the previous rate filing?

Please see [http://disb.dc.gov/disr/frames.asp?doc=/disr/lib/disr/pdf/Health\\_Rate\\_Filings.pdf](http://disb.dc.gov/disr/frames.asp?doc=/disr/lib/disr/pdf/Health_Rate_Filings.pdf) for more information and any other missing information.

Since this is a Life filing rather than a Health filing we did not believe it was necessary to provide the above information. However, if it is required to provide the information for the Life filing, please let us know and we will provide.

The reason there is a new filing so soon after the previous one is due to the fact that the previous filing was meant to be in effect last year and based on experience from two years prior. The current filing is based on experience that is one year newer and reflects a general increase of rates nationwide.

#### [Objection 5](#)

- Actuarial Justification (Supporting Document)

**Comments:**

Credibility factors and supporting information

For Objection 5, I am confused about what you are looking for in terms of credibility factors and supporting information. Are you looking for how we experience rate our business?

#### [Objection 6](#)

**Comments:**

Please provide the SERFF Tracking# for the Companion Forms' Filing(s).

For Objection 6, I am not quite clear on what you mean by the Companion Form Filing. Could you possibly explain this further?

#### [Objection 7](#)

- Actuarial Justification (Supporting Document)
- Expense Details (Supporting Document)
- GL1101-LIFE RATES 08/12 (Rate)

**Comments:**

Please note, this rate filing is subject to conformity with the corresponding forms' filing. This department reserves the right to withdraw the filing if not.

Further to our previous objections, please see below.

[Objection 1](#)

- Actuarial Justification (Supporting Document)
- Objection Response (Supporting Document)

**Comments:**

RE: Objection 4... Please provide the information requested in the original objection #4. Additionally, the previous rate filing JEPT-128447484 was submitted June 4, 2012, approved August 6, 2012 with an effective date of August 6, 2012, so the Department does not accept the explanation that the "previous rate filing was meant to be in effect last year..." The 6/4/2012 rate filing could have utilized experience from two years prior and submitted an appropriate rate filing at that time. Without a justifiable explanation, this rate filing will be rejected. The carrier also has the option to withdraw the rate filing and resubmit at another time.

The experience period for this rate filing is from March 2010 to March 2012. The rate filing approved on August 6, 2012 was based on experience from March 2009 to March 2011. This rate filing updates for experience from April 2011 to March 2012. The June 4, 2012 rate filing was the same as the November 14, 2011 filing that was not approved.

**Actuarial Memorandum... J. For each change, comparison to status quo (with details).**

Please see the attachments for a side by side comparison of 2011 rates to 2012 rates.

**DC and Countrywide Loss Ratio Analysis**

The experience period for this rate filing is from March 2010 to March 2012. It includes groups with less than 1,000 lives.

The earned premium for the period for groups with less than 1,000 lives is 4,435,824 for DC and nationwide is 770,077,920.

The actual loss ratio for DC is 76.8% and nationwide is 76.5%.

The target loss ratio is 74.8%.

Note that the experience used in determining the proposed rate change was adjusted to account for the DC rate changes approved in August, which avoids double counting adverse experience already reflected in the previously approved rates.

**DC and Countrywide Experience**

Annual Earned Premium of 2,222,852 for DC and 670,243,441 nationwide for all sizes

220 Groups for DC and 32,304 nationwide

The rate changes for the past 5 years for both DC and nationwide were included in the previous amendment.

Year	SERFF Tracking #	Proposed Rate Change	Approved Rate Change
2011	JEPT-128447484	-1.24%	-1.24%
2010	JEPT-126815443	2.33%	2.33%
2009	JEPT-126264397	-0.92%	-0.92%
2008	JEPT-125820175	-2.88%	-2.88%
2007	JEPT-125291299	-0.07%	-0.07%

[Objection 2](#)

- Actuarial Justification (Supporting Document)
- Objection Response (Supporting Document)

**Comments:**

RE: Objection 5... Is this particular book of business fully credible? Please provide supporting information showing how this business is experience rated.

DC's book of Life business is not fully credible. For the purpose of determining the proposed rate change for DC's book of business, we utilized a credibility formula to recognize the credibility of the DC experience. The credibility formula gives full credibility to a book of business with 2.7 million lives. Note that the experience used in determining the proposed rate change was adjusted to account for the DC rate changes approved in August, which avoids double counting adverse experience already reflected in the previously approved rates.

These manual rate changes were based on experience of cases with less than 1,000 lives. When underwriting a single Life case, experience rating occurs for a case with 1,000 or more lives. The group's experience and the manual rates are blended together to determine the blended rate. (ie,  $\text{Blended Rate} = \text{Experience Rate} \times \text{Credibility} + \text{Manual Rate} \times (1 - \text{Credibility})$ ) The credibility of a group's experience depends on the number of life years in the submitted experience.

### [Objection 3](#)

- Actuarial Justification (Supporting Document)
- Objection Response (Supporting Document)

#### **Comments:**

RE: Objection 6... What is the corresponding SERFF Tracking number for the Forms' associated with this rate filing.

There is no Form filing associated with this rate filing. The last approved Form amendment is JEPT-127150905.

### [Objection 4](#)

#### **Comments:**

Please remember to change Status to "Pending State" ... this helps us to keep track and not assume you have not responded within the given time period.

**Area Factor Changes**

State	3 Digit Zip	2011 Factor (Current)	2012 Factor (Proposed)	Rate Change
DC	200	<del>0.95</del>	0.94	Decrease 1%
DC	202	<del>0.95</del>	0.94	Decrease 1%
DC	203	<del>0.95</del>	0.94	Decrease 1%
DC	205	<del>0.95</del>	0.94	Decrease 1%

## SIC Factor Changes

SIC Range	2011 Factor	2012 Factor (Proposed)	SIC Range	2011 Factor	2012 Factor (Proposed)
0741-0742	<del>1.10</del>	<u>1.17</u>	5231-5399	<del>1.09</del>	<u>1.11</u>
0751-0971	<del>1.45</del>	<u>1.47</u>	5411	<del>1.08</del>	<u>1.10</u>
1382-1389	<del>1.43</del>	<u>1.40</u>	5541	<del>1.15</del>	<u>1.19</u>
1791	<del>1.50</del>	<u>1.52</u>	5611-5699	<del>0.97</del>	<u>0.98</u>
1793-1794	<del>1.31</del>	<u>1.34</u>	5712-5722	<del>1.04</del>	<u>1.05</u>
2032-2053	<del>1.13</del>	<u>1.20</u>	5941-5949	<del>0.88</del>	<u>0.89</u>
2091-2099	<del>1.25</del>	<u>1.27</u>	5961-5963	<del>1.14</del>	<u>1.16</u>
2431-2499	<del>1.00</del>	<u>1.01</u>	5995-5999	<del>0.91</del>	<u>0.93</u>
2511-2679	<del>0.94</del>	<u>0.98</u>	6035-6036	<del>1.04</del>	<u>1.07</u>
2752-2771	<del>1.15</del>	<u>1.17</u>	6153-6159	<del>0.95</del>	<u>0.98</u>
2841-2844	<del>0.99</del>	<u>1.00</u>	6311-6331	<del>0.93</del>	<u>0.91</u>
2851	<del>1.05</del>	<u>1.07</u>	6361-6399	<del>0.93</del>	<u>0.97</u>
3221-3299	<del>1.37</del>	<u>1.39</u>	6512-6531	<del>1.01</del>	<u>1.06</u>
3312-3317	<del>1.27</del>	<u>1.28</u>	6541	<del>0.96</del>	<u>0.93</u>
3411-3433	<del>1.07</del>	<u>1.06</u>	6552-6553	<del>0.87</del>	<u>0.88</u>
3462-3469	<del>1.24</del>	<u>1.28</u>	6722-6733	<del>0.83</del>	<u>0.87</u>
3471-3479	<del>1.14</del>	<u>1.11</u>	6792-6799	<del>0.77</del>	<u>0.76</u>
3491-3524	<del>1.08</del>	<u>1.13</u>	7011-7012	<del>1.08</del>	<u>1.07</u>
3531-3537	<del>1.14</del>	<u>1.15</u>	7021-7041	<del>1.00</del>	<u>1.04</u>
3541-3549	<del>0.99</del>	<u>1.00</u>	7331-7359	<del>1.15</del>	<u>1.16</u>
3552-3559	<del>0.95</del>	<u>0.96</u>	7381-7389	<del>0.96</del>	<u>0.97</u>
3561-3569	<del>1.04</del>	<u>1.08</u>	7532-7539	<del>1.24</del>	<u>1.26</u>
3581-3589	<del>1.00</del>	<u>1.03</u>	7812-7841	<del>1.28</del>	<u>1.25</u>
3592-3599	<del>1.23</del>	<u>1.30</u>	7997	<del>1.08</del>	<u>1.06</u>
3641-3652	<del>1.12</del>	<u>1.14</u>	8011	<del>0.64</del>	<u>0.66</u>
3711-3716	<del>1.28</del>	<u>1.26</u>	8021-8049	<del>0.82</del>	<u>0.85</u>
3743-3799	<del>1.16</del>	<u>1.20</u>	8062-8069	<del>0.94</del>	<u>0.92</u>
3812-3873	<del>1.00</del>	<u>0.97</u>	8071-8072	<del>0.89</del>	<u>0.91</u>
4111-4173	<del>1.10</del>	<u>1.13</u>	8082	<del>1.02</del>	<u>1.03</u>
4412-4499	<del>1.15</del>	<u>1.18</u>	8211	<del>0.84</del>	<u>0.85</u>
4512-4581	<del>1.31</del>	<u>1.27</u>	8221-8222	<del>0.72</del>	<u>0.73</u>
4812-4813	<del>0.96</del>	<u>0.98</u>	8231-8299	<del>0.77</del>	<u>0.79</u>
4822-4899	<del>0.97</del>	<u>0.95</u>	8331	<del>1.34</del>	<u>1.36</u>
5012-5015	<del>1.10</del>	<u>1.13</u>	8361	<del>1.20</del>	<u>1.18</u>
5031-5039	<del>1.03</del>	<u>1.04</u>	8412-8422	<del>1.09</del>	<u>1.06</u>
5043-5049	<del>0.93</del>	<u>0.91</u>	8621-8651	<del>0.97</del>	<u>0.99</u>
5063-5065	<del>1.11</del>	<u>1.15</u>	8711-8713	<del>0.78</del>	<u>0.79</u>
5072-5078	<del>1.08</del>	<u>1.10</u>	8721	<del>0.69</del>	<u>0.71</u>
5082-5088	<del>0.99</del>	<u>0.98</u>	8731-8734	<del>0.88</del>	<u>0.92</u>
5141-5159	<del>0.98</del>	<u>1.01</u>	8748	<del>0.80</del>	<u>0.83</u>
5171-5172	<del>0.98</del>	<u>1.00</u>	9111	<del>0.97</del>	<u>0.98</u>
5181-5182	<del>0.94</del>	<u>0.96</u>	9121	<del>1.04</del>	<u>1.06</u>
5191-5199	<del>0.90</del>	<u>0.92</u>	9611-9661	<del>0.90</del>	<u>0.93</u>



## Base Rate Changes – True Group

### MALE BASE RATE CHANGES

Age	2011 Rates	2012 Rates	Change	Age	2011 Rates	2012 Rates	Change
<25	0.12	0.12	No Change	63	0.89	0.91	Increased 2%
26	0.11	0.11	No Change	64	0.97	0.99	Increased 2%
27	0.09	0.09	No Change	65	1.09	1.12	Increased 3%
28	0.09	0.09	No Change	66	1.17	1.21	Increased 3%
29	0.09	0.09	No Change	67	1.27	1.30	Increased 2%
30	0.09	0.09	No Change	68	1.50	1.54	Increased 3%
31	0.09	0.09	No Change	69	1.74	1.79	Increased 3%
32	0.09	0.09	No Change	70	1.88	1.93	Increased 3%
33	0.09	0.09	No Change	71	2.25	2.31	Increased 3%
34	0.09	0.09	No Change	72	2.51	2.58	Increased 3%
35	0.10	0.10	No Change	73	2.84	2.92	Increased 3%
36	0.10	0.11	Increased 10%	74	3.19	3.27	Increased 3%
37	0.12	0.13	Increased 8%	75	3.73	3.83	Increased 3%
38	0.12	0.13	Increased 8%	76	4.10	4.21	Increased 3%
39	0.13	0.14	Increased 8%	77	4.46	4.58	Increased 3%
40	0.14	0.15	Increased 7%	78	4.83	4.96	Increased 3%
41	0.14	0.15	Increased 7%	79	5.19	5.33	Increased 3%
42	0.15	0.16	Increased 7%	80	5.70	5.85	Increased 3%
43	0.17	0.18	Increased 6%	81	6.09	6.25	Increased 3%
44	0.20	0.21	Increased 5%	82	6.58	6.76	Increased 3%
45	0.23	0.24	Increased 4%	83	7.24	7.43	Increased 3%
46	0.25	0.26	Increased 4%	84	8.03	8.24	Increased 3%
47	0.27	0.28	Increased 4%	85	8.90	9.14	Increased 3%
48	0.29	0.30	Increased 3%	86	9.77	10.04	Increased 3%
49	0.32	0.33	Increased 3%	87	10.57	10.86	Increased 3%
50	0.34	0.35	Increased 3%	88	11.91	12.23	Increased 3%
51	0.37	0.38	Increased 3%	89	12.84	13.19	Increased 3%
52	0.41	0.42	Increased 2%	90	14.20	14.58	Increased 3%
53	0.46	0.48	Increased 4%	91	15.43	15.84	Increased 3%
54	0.52	0.54	Increased 4%	92	16.53	16.98	Increased 3%
55	0.57	0.58	Increased 2%	93	18.21	18.70	Increased 3%
56	0.62	0.64	Increased 3%	94	20.21	20.76	Increased 3%
57	0.68	0.69	Increased 1%	95	22.84	23.45	Increased 3%
58	0.71	0.73	Increased 3%	96	25.20	25.88	Increased 3%
59	0.75	0.77	Increased 3%	97	30.32	31.14	Increased 3%
60	0.76	0.78	Increased 3%	98	35.84	36.81	Increased 3%
61	0.81	0.83	Increased 2%	99	43.53	44.70	Increased 3%
62	0.86	0.88	Increased 2%				

## Base Rate Changes (cont.) – True Group

# FEMALE BASE RATE CHANGES

Age	2011 Rates	2012 Rates	Change	Age	2011 Rates	2012 Rates	Change
<25	0.05	0.05	No Change	63	0.52	0.54	Increased 4%
26	0.05	0.05	No Change	64	0.58	0.59	Increased 2%
27	0.04	0.04	No Change	65	0.64	0.66	Increased 3%
28	0.04	0.04	No Change	66	0.68	0.70	Increased 3%
29	0.04	0.04	No Change	67	0.74	0.76	Increased 3%
30	0.04	0.04	No Change	68	0.88	0.90	Increased 2%
31	0.04	0.04	No Change	69	1.00	1.03	Increased 3%
32	0.04	0.04	No Change	70	1.03	1.06	Increased 3%
33	0.05	0.05	No Change	71	1.20	1.23	Increased 3%
34	0.06	0.06	No Change	72	1.34	1.38	Increased 3%
35	0.07	0.07	No Change	73	1.49	1.53	Increased 3%
36	0.07	0.08	Increased 14%	74	1.63	1.67	Increased 2%
37	0.08	0.08	No Change	75	2.01	2.07	Increased 3%
38	0.08	0.09	Increased 13%	76	2.22	2.28	Increased 3%
39	0.09	0.09	No Change	77	2.48	2.54	Increased 2%
40	0.09	0.10	Increased 11%	78	2.77	2.85	Increased 3%
41	0.10	0.10	No Change	79	3.10	3.18	Increased 3%
42	0.10	0.11	Increased 10%	80	3.48	3.58	Increased 3%
43	0.11	0.12	Increased 9%	81	3.93	4.03	Increased 3%
44	0.13	0.14	Increased 8%	82	4.43	4.55	Increased 3%
45	0.14	0.15	Increased 7%	83	5.01	5.15	Increased 3%
46	0.16	0.17	Increased 6%	84	5.67	5.82	Increased 3%
47	0.18	0.19	Increased 6%	85	6.19	6.36	Increased 3%
48	0.20	0.21	Increased 5%	86	7.04	7.23	Increased 3%
49	0.22	0.23	Increased 5%	87	7.66	7.87	Increased 3%
50	0.24	0.24	No Change	88	8.25	8.47	Increased 3%
51	0.26	0.26	No Change	89	8.90	9.14	Increased 3%
52	0.28	0.29	Increased 4%	90	9.64	9.90	Increased 3%
53	0.31	0.32	Increased 3%	91	10.48	10.77	Increased 3%
54	0.34	0.35	Increased 3%	92	11.41	11.72	Increased 3%
55	0.37	0.38	Increased 3%	93	12.63	12.97	Increased 3%
56	0.40	0.41	Increased 2%	94	14.03	14.41	Increased 3%
57	0.44	0.45	Increased 2%	95	15.87	16.30	Increased 3%
58	0.45	0.46	Increased 2%	96	18.46	18.96	Increased 3%
59	0.46	0.48	Increased 4%	97	22.23	22.83	Increased 3%
60	0.47	0.48	Increased 2%	98	27.29	28.03	Increased 3%
61	0.48	0.49	Increased 2%	99	31.90	32.77	Increased 3%
62	0.49	0.50	Increased 2%				

A Base Rate increase of 2.0% applied evenly across all ages and genders for True Group Life. However, rounding caused differences in the changes for the rates by age.

## Base Rate Changes – Voluntary

### Non-Smoker Rates

LOW_AGE	HIGH_AGE	2011	2012	Change
0	24	0.035	0.036	Increased 4%
25	29	0.035	0.036	Increased 4%
30	34	0.038	0.039	Increased 4%
35	39	0.066	0.069	Increased 4%
40	44	0.112	0.116	Increased 4%
45	49	0.166	0.172	Increased 4%
50	54	0.316	0.328	Increased 4%
55	59	0.505	0.525	Increased 4%
60	64	0.517	0.537	Increased 4%
65	69	1.01	1.049	Increased 4%
70	74	2.218	2.305	Increased 4%
75	79	6.701	6.962	Increased 4%
80	99	14.471	15.035	Increased 4%

### Smoker Rates

LOW_AGE	HIGH_AGE	2011	2012	Change
0	24	0.07	0.073	Increased 4%
25	29	0.07	0.073	Increased 4%
30	34	0.076	0.079	Increased 4%
35	39	0.138	0.143	Increased 4%
40	44	0.251	0.261	Increased 4%
45	49	0.372	0.387	Increased 4%
50	54	0.691	0.718	Increased 4%
55	59	1.03	1.070	Increased 4%
60	64	1.056	1.097	Increased 4%
65	69	1.727	1.794	Increased 4%
70	74	3.394	3.526	Increased 4%
75	79	10.051	10.443	Increased 4%
80	99	21.707	22.554	Increased 4%

### Unismoker Rates

LOW_AGE	HIGH_AGE	2011	2012	Change
0	24	0.041	0.043	Increased 4%
25	29	0.041	0.043	Increased 4%
30	34	0.043	0.045	Increased 4%
35	39	0.076	0.079	Increased 4%
40	44	0.133	0.138	Increased 4%
45	49	0.197	0.205	Increased 4%
50	54	0.372	0.387	Increased 4%
55	59	0.584	0.607	Increased 4%
60	64	0.599	0.622	Increased 4%
65	69	1.118	1.162	Increased 4%
70	74	2.394	2.487	Increased 4%
75	79	7.203	7.484	Increased 4%
80	99	15.556	16.163	Increased 4%

A Base Rate increase of 3.9% applied evenly across all ages and genders for Voluntary Life.